

H. H. HITES

1893—Born in Des Moines, Ia. Yankee and Pennsylvania-Dutch parentage.

1897-1902—Lived on farm in Mahaska County, Ia., getting preliminary schooling in country school.

1902-1908—Moved to Des Moines and finished schooling, preparatory for high school. Carried paper routes during this entire period, receiving as high as \$5.00 per week, with the necessity of keeping a horse.

1908—High school student, prominent in all athletics, milking three cows night and morning in order to remain in school.

1912—Secured work from Mr. C. E. Holsworth in the opening of No. 71, Des Moines, Ia. Three and a half months of this work with 14 to 15 hours per day was convincing proof that the best way to success was to secure a college education.

1913—Preparatory work in high school expecting to enter college in the fall. The Auto business became so alluring that further thought of education was overlooked for the present. The magnetic attraction of the 10c business, and the personal appeal of Mr. Holsworth brought about the desertion of the auto business for the S. S. Kresge Co.

1914—Married Miss Mabel Anderson of Des Moines, Ia.

1915—The twenty-second year of life was crowned with glory, being sent to Troy, N. Y., to manage No. 27, and being the proud recipient of a baby girl. A little Trojan.

1916—Gave up No. 27 to secure more training as to organization moving to St. Louis to secure same from Mr. Holsworth in No. 24.

1917-1919—Managing store No. 162 at Madison, Wis. Actively engaged in all Y. M. C. A. and Liberty Loan Drives. Appointed to directorship of the Madison Kiwanis Club.

ROSWELL L. SMITH

1890—Born at Arkansas City, Kan., July, 17.

1891—Parents moved to Lexington, Ill.

1896—Attended public school.

1902—Moved to St. Paul, Minn., attending mechanic arts school.

1909—Graduated from Lexington High School, Lexington, Ill.

1909—Married to Miss Mary Peck, Lexington, Ill.

1909-1912—Employed in drug store as clerk.

1912—Opened 5 and 10c store in Groton, S. Dak., on \$750 capital.

1915—Sold out in May to Mr. Matsenger, who is still in charge. In August started as floorman in S. S. Kresge Co., Minn., store under Mr. Bier.

1916—November 11, opened store No. 168, at St. Cloud, Minn.

1917—Purchased Velle car, making an overland trip to Illinois in 1917-1919.